

Alabama Department of Mental Health
Division of Developmental Disabilities
Home and Community-based Client Services Consultant
RFP 2022-02 Q&A

1. Item A in the Scope of Work indicates "Contractor agrees to work with the ADMH-DD, Alabama Medicaid Agency, and Centers for Medicare and Medicaid Services (CMS), as needed, to finalize Community Waiver applications."

a. Is the 1115 application referenced in this Item the [application](#) listed as pending with CMS submitted in July 2020? **Yes**

b. Is it correct that the 1915 Waivers refer to the [Living at Home Waiver](#) (effective 10.01.2020) and the [ID Waiver](#) (effective 10.01.2020)? **Yes**

2. Presuming the 1115 Waiver is the same one currently under review by CMS, the Concept Paper attached to the application indicates a restructuring of case management for this Waiver by turning to a support coordination model. The Concept Paper explains:

"The Support Coordinator would receive different training focused on more holistic approaches to assessment, person-centered planning and community resource coordination in addition to traditional service coordination. Additionally, the Support Coordinator would receive training specific to working with individuals with ID who are living with family, with a focus on supporting and empowering both the individual with ID and his/her family. Further, the Support Coordinator would receive specialized training on supporting exploration, planning and coordination of services to facilitate competitive integrated employment, community contribution and community involvement consistent with an individual's unique strengths and interests. Finally, Support Coordinators would be trained to fully understand the various supports and services available through the 1115 waiver program, including the intended outcomes each service or support is expected to facilitate as well as what best practice implementation of each service looks like."

Establishment of this model of case management, including training, would appear to be integral to the successful roll out of the new 1115 Waiver, but is not specifically referenced in the Scope of Work. Is this incorporated in Item B (*Contractor agrees to work with ADMH-DD on a Community Waiver Comprehensive Implementation Plan to address pre- and post-launch issues.*) or is there another system/initiative in place for standing up support coordination? **The development and implementation of a support coordination system for this waiver, as referenced in the concept paper, has already been done. The state has employed support coordination staff specifically dedicated to this waiver and has begun specialized training in person-centered planning, service coordination and facilitation, etc. Contractor's work under this contract would be to continue the training and technical assistance for ADMH-DD staff and waiver service providers.**

3. Does ADMH-DD have an existing rate setting methodology which provides financial incentives for providers to move towards more integrated, disbursed individual/family settings?

a. If yes, are they satisfied that this system will adequately support the shift of services they are contemplating?

b. If not, do they have plans to explore the development of such a rate setting adjustment/study/implementation?

- **The CWP has incorporated rate setting methodologies for the purpose described in the question. Because this waiver has yet to be implemented, we are unable to answer 3a.**
- **ADMH will be providing further review of all rate methodologies in the near future.**

4. Does ADMH-DD have a financial/data tracking system which can track hours of services vs. models of services that CMS finds adequate?
 - a. If yes, are they satisfied that this system will adequately support the shift of services they are contemplating?
 - b. If no, do they have plans to explore the development of this system or a refinement of their existing system?
 - The ADMH-DD ADIDIS system can track hours (units) of service but does not have a mechanism to compare models of services.
 - #4a is not applicable.
 - #4b – ADMH-DD is currently exploring data extraction, for comparison purposes, from the current system. ADMH-DD is also in RFP review process for a possible change in information system. Planning includes incorporation of additional capabilities into a new system.
5. In section 1, B.B. indicates that the contractor will assist “as needed, to finalize Community Waiver applications (1915 (c), 1915 (I), and 1115.” Can ADMH provide additional detail on the status of these waiver applications, and the nature of effort that would be involved to finalize said applications? For instance, do the waivers need to be drafted in full, revised, do cost neutrality appendices need to be updated, etc. The waiver applications have been completed and submitted to CMS for review and decision. Contractor’s role, under this contract, would be to provide consultation to the ADMH-DD in addressing and responding to any questions and/or issues presented by CMS as part of their review.
6. In section 1, B.D. indicates that the “Contractor agrees to assist the ADMH-DD with provider recruitment, credentialing, and contracting, as needed.” Can ADMH provide additional detail on the anticipated level of effort expected, for instance the volume of contracts to be updated and other expected support asks, so that the Consultant may adequately allocate time and budget for said tasks? The expected time for assistance with credentialing is minimal as another contract provider will coordinate credentialing along with ADMH staff. The expected time for contract review of one contract and one Memo of Agreement (MOA) to be utilized by all providers is minimal as several ADMH employees also review. The expected time for assistance with recruiting is minimum as the contractor will be engaged with protentional providers when there is need for an additional provider in a contracted area.
7. How many services providers are currently contracted to deliver services for the Community Waiver Program and does ADMH anticipate that as a result of anticipated changes to the waiver this volume may increase? There are currently 19 providers for contracted services. ADMH-DD does anticipate this number increasing depending on capacity of current providers and waiver participant needs.
8. What is the anticipated term of the contract? One year.
9. What is the budget that has been approved or allocated for this effort? \$75,000
10. What amount of time do you expect the vendor to work onsite? It is anticipated contractor will be onsite approximately 2-3 days quarterly.
11. Can you provide a list of pre-qualified vendors for this RFP? NA
12. Is there an incumbent for this work? Yes If so, who is that incumbent and what is the total contract value? Moving to a Different Drum. Vendor was paid in FY 19 > \$57,925; FY20 > \$65,900; FY 21 > \$156,495
13. Is the incumbent eligible to bid on this work? Yes